

PETER BALLANTYNE
GROUP OF COMPANIES

Presented by:

Trevor Ives, CEO and Derek McKay, Manager

October 1, 2014

Overview

- History
- Quick Facts
- Business Objectives
- Governance
- Community Benefits
- Our 3 Guiding Pillars
- Organizational structure
- Management Team
- Where do our business ideas come from?
- Investments
- Financial Summaries
- Keys to Success



History – Peter Ballantyne Cree Nation (PBCN)

- There are 8 separate communities which include a combination of municipalities and Reserves
- PBCN has over 10,000 members
- Over 70% of PBCN's membership reside in the communities
- Communities are located throughout Northeastern SK
- PBCN has over 40 different Reserve lands
- PBCN is a Treaty Land Entitlement Band
- PBCN is governed by 1 Chief and 14 Councillors



History – Peter Ballantyne Group of Companies (PBGOC)

- 1983: First investment, La Ronge Wild Rice Corp.
- 1983-1995: PADC, NRTLTP & Crescent Heights Pharmacy
- 1995: PBDC formed (corporate legal structure)
- 1996-1999: PACVLP, PBCN Ambulance Service & Mee-Toos Forest Products
- 1999: Evolved into PBDLP (L.P. Legal structure)
- 2000-2009: FNILP, WFNHLP, PBCN P.A. Fuel & Convenience L.P. & Points North FFLP
- 2009-2014: Addition to NLC, 2 Petro-Canada stations and 2 Super 8 Motels added as well as other maintenance projects



Quick Facts

- We are the “**For Profit**” business investment arm of the PBCN
- Responsible to oversee and manage all aspects of most of the **Band Wide** corporate business investments
- PBGOC’s operations are separate from community initiatives
- We continue to seek new investment opportunities which are a fit for PBGOC
- 12 separate operating companies - 6 of these are 100% PBCN owned and 6 companies are partnerships
- The level of Board and Management responsibility with each company is typically dictated by its level of ownership in that particular company



Business Objectives

Similar to that of any responsible business shareholder:

- Provide a good Return on Investment
- Provide cash distributions to Shareholders
- Provide a professional business image
- Provide Opportunity for Growth
- Provide a stable business portfolio



Governance

- PBGOC is governed by an eight member board
- Board members are Councillors from the eight communities to ensure equitable decision making
- Meetings are the time we gather important information that will be required for stakeholders (Ex. BCR's, Motions, Minutes, Authorizations, Agreements, etc.)



Governance

Board members have four primary responsibilities:

- Representation – PBCN membership to PBGOC and sharing PBGOC information to membership
- Leadership – ensuring the vision and mission of the company are fulfilled
- Stewardship – acting in the best interests of the company as well as attempting to identify risks
- Accountability – ensuring operations are transparent



Governance

BOD Approval Process:

- Introduction with background on project/opportunity
- Provide a SWOT analysis
- Provide estimated time frames
- Provide a budget
- Provide as much **background information** as possible
- Request authorization to be move forward on project
- Next steps in the process (work plan)



PBCN Community Benefits of PBGOOC

- Cash distributions to PBCN communities to assist with underfunded or non-funded governance activities, Economic Development initiatives, social programs, emergencies, funerals, community infrastructure etc.
- Employ and train PBCN community members in and out of the home communities
- Advice and analysis on community economic development initiatives

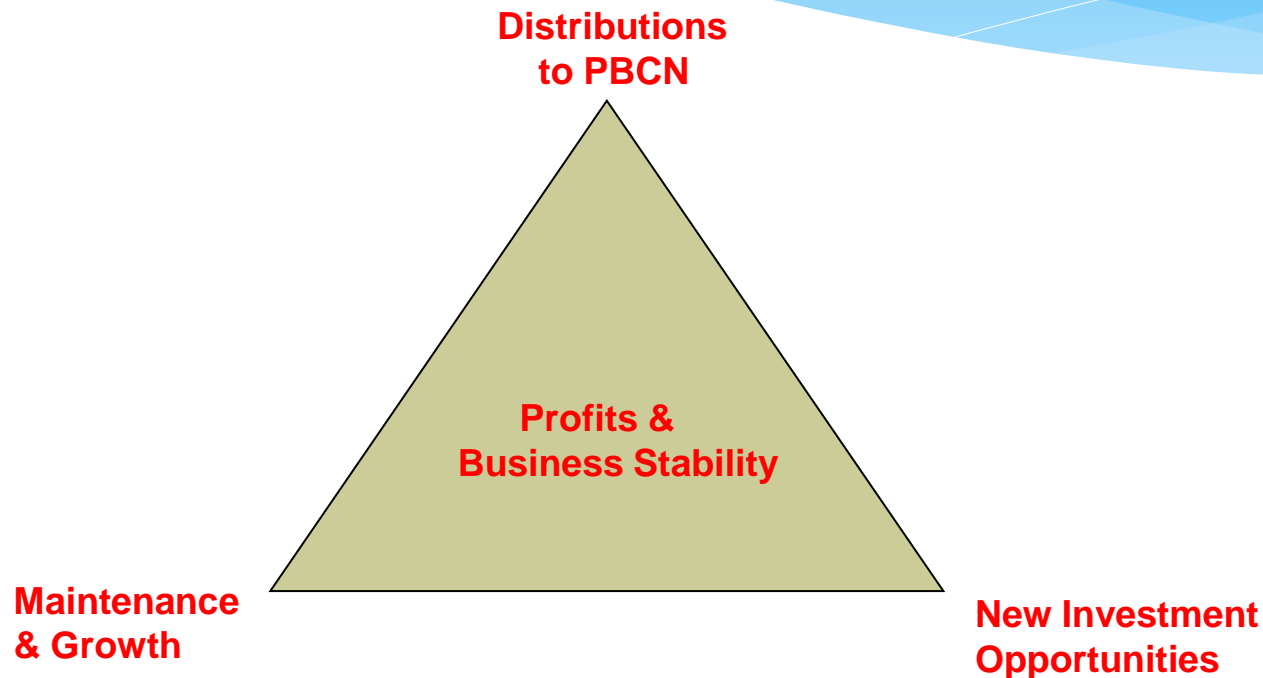


PBCN Community Benefits of PBGO

- Initiated and fund the PBCN Community Economic Development Coordinator position
- Donations to community organizations, events and projects
- Financial contributions to Band wide Designation Votes
- Project management assistance and supervision



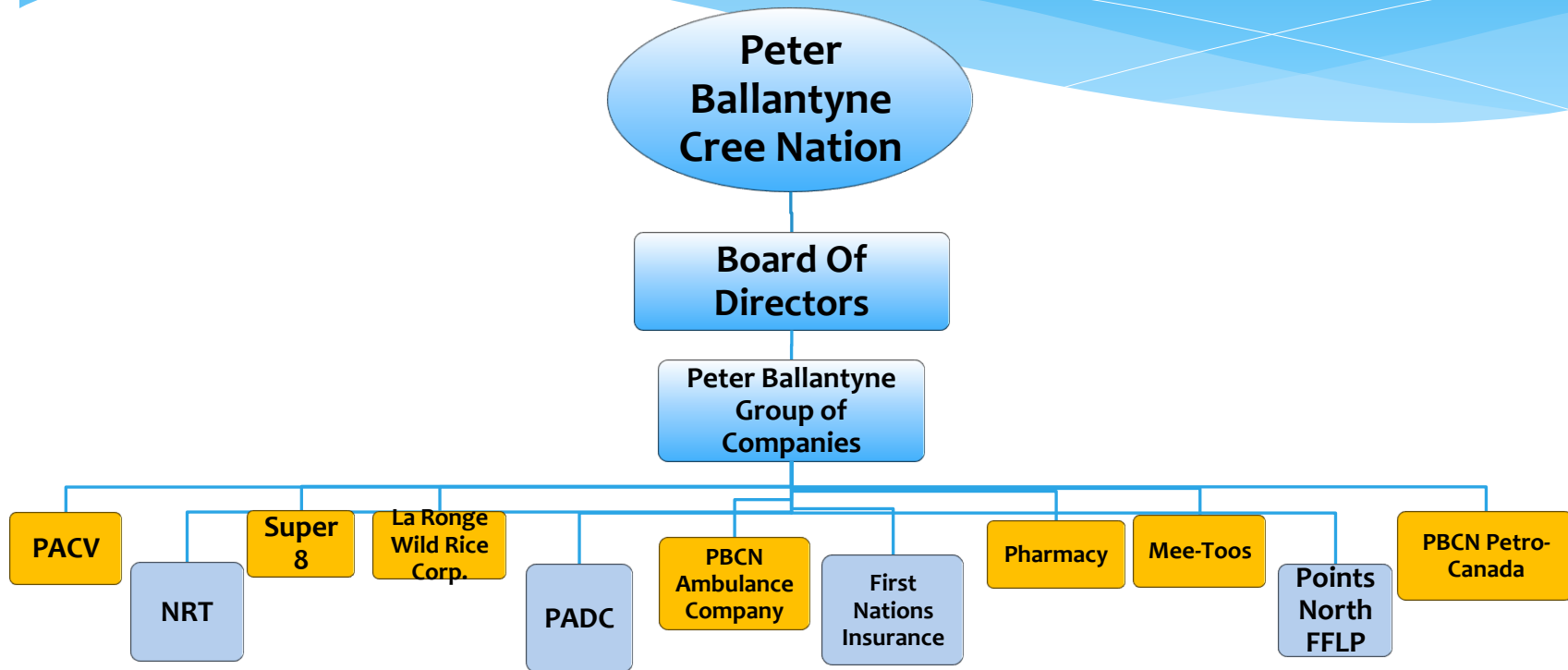
Our 3 Guiding Pillars



With a focus on profits and business stability, PBGOC strives to achieve a balance between cash distributions to PBCN Communities, business maintenance & growth and new investment opportunities.

PBGOC

Organizational Structure



PBGOOC

Management Team

- Trevor Ives, B.Comm, CA – CEO
- Derek McKay, B.Comm. – Manager
- Loretta McCallum – Administration & Accounting
- Laurie Jobb – Administration



Where do our business ideas come from?

- Band members
- Chief and Council
- Community members
- Community stakeholders
- Potential partners/investors
- Existing business partners
- Networking
- Industry
- Government

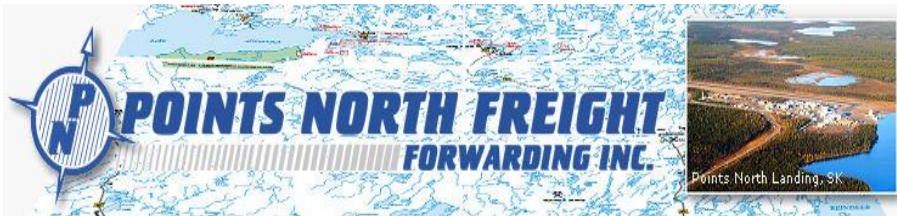


Investments

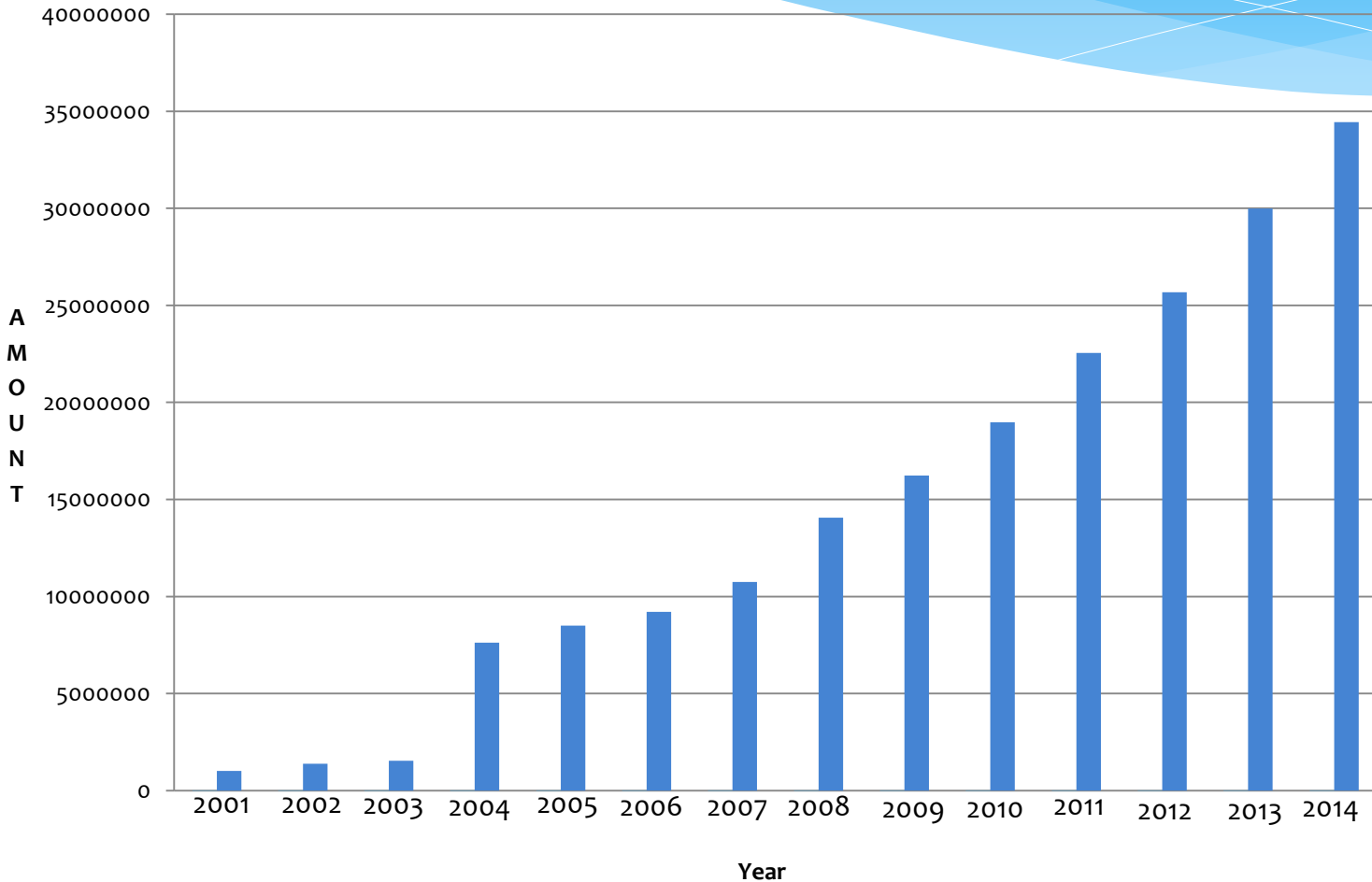
- First Nations Insurance Services (9.1%)
- First Pharmacy Plus Ltd. (100%)
- Northern Resource Trucking L.P. (3%)
- Prince Albert Casino Ventures L.P. (100%)
- PBCN P.A. Fuel & Convenience L.P. (100%)
- Western First Nations Hospitality L.P. (40%)
- Mee-Toos Forest Products Ltd. (100%)
- Points North Freight Forwarding LP (4.3%)



Peter Ballantyne Group of Companies

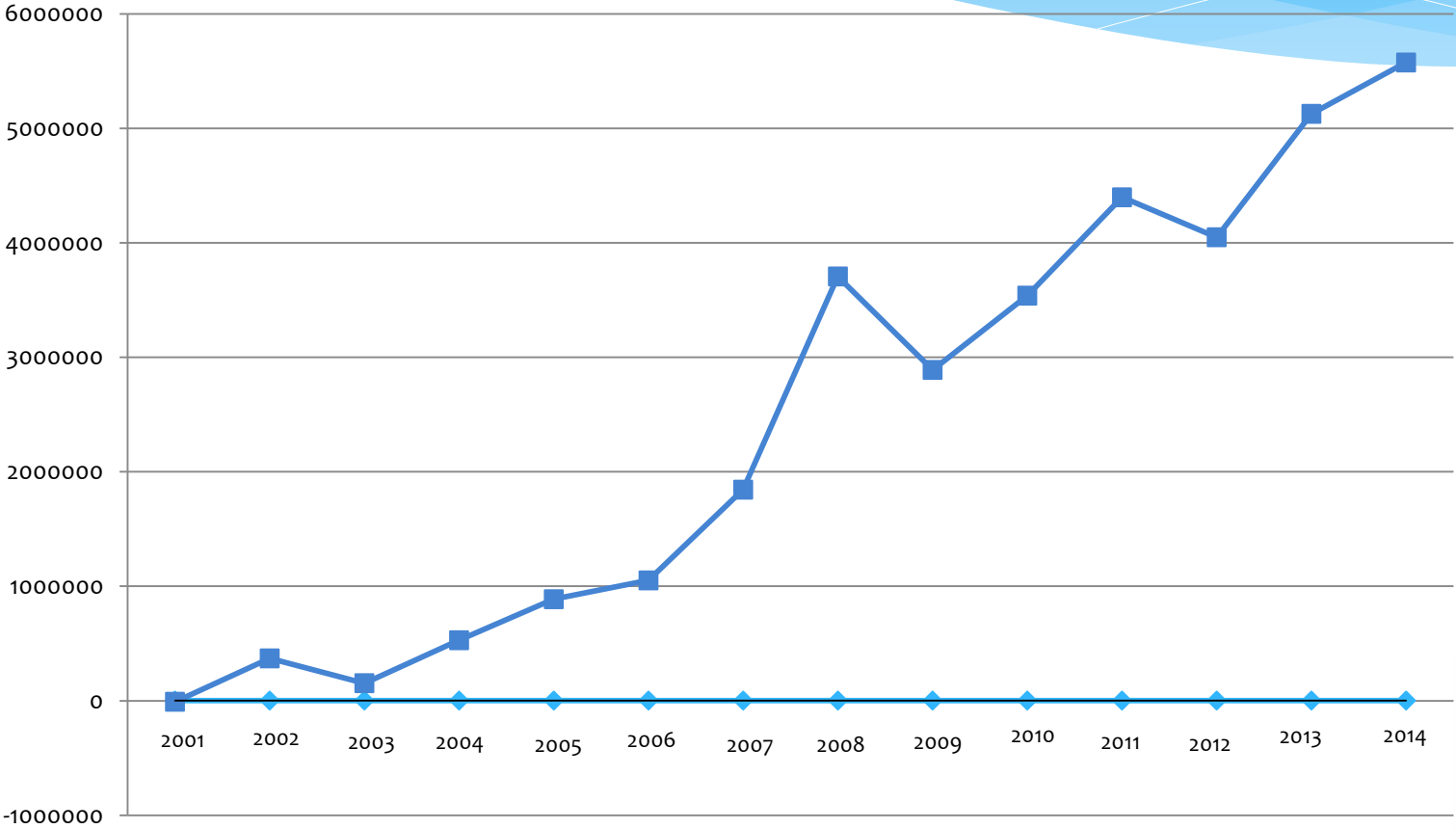


Financial Summary – Equity



PETER BALLANTYNE
GROUP OF COMPANIES

Financial Summary – Net Income



Financial Summary

Some key information from the company financial statements:

- PBCN has over **\$34 million of equity** in its businesses
- Net **Earnings** were over **\$5 million**
- **Accumulated Distributions**, over the last 10 years, to PBCN are significant and increasing annually



Operational Summary

- Each year of the **past 10 years** has been more successful than the previous year - sustained and managed growth!
- This past year we have experienced **growth** in:
 - Equity
 - Profits
 - Distributions to PBCN



Keys to Success

- Strong Commitment & Vision of PBCN Leadership towards Business
- Strong Management
- Strong Relationships with Stakeholders
- Land & Location
- Successful Partnerships
- Financial & Planning Balance



Peter Ballantyne Group of Companies

Teeneggee

Thank you



www.pbgoc.com